



BID AWARD PANEL CONTRACT AWARD

Award of Doc5162400439 to Optiv Canada Inc., for Recorded Future Subscription Services for the Office of the Chief Information Security Officer

Date: September 4, 2025
To: Bid Award Panel
From: Chief Procurement Officer
Wards: All

RECOMMENDATIONS

The Chief Procurement Officer recommends that the Bid Award Panel grant authority to award the following contract:

Solicitation Number:
Request for Quotation Doc5162400439

Description:
For Recorded Future Subscription Services for the City of Toronto's Office of the Chief Information Security Officer for a period of one (1) year, with an option in favour of the City to extend the contract on the same terms and conditions for up to four (4) consecutive one (1) year periods.

Note: Should the option year(s) be exercised, then the Chief Information Security Officer will request the Chief Procurement Officer to process the renewals under the same terms and conditions.

Recommended Supplier:
Optiv Canada Inc.

Contract Award Value:
\$386,254 net of all applicable taxes and charges
\$436,467 including HST and all applicable charges
\$393,052 net of HST recoveries

Contract is expected to start on date of September 1, 2025, for a one (1) year period.

Option Year 1
\$405,565 net of all applicable taxes and charges
\$458,289 including HST and all applicable charges
\$412,703 net of HST recoveries

Option Year 2

\$425,844 net of all applicable taxes and charges
\$481,203 including HST and all applicable charges
\$433,338 net of HST recoveries

Option Year 3

\$447,136 net of all applicable taxes and charges
\$505,263 including HST and all applicable charges
\$455,005 net of HST recoveries

Option Year 4

\$469,493 net of all applicable taxes and charges
\$530,527 including HST and all applicable charges
\$477,756 net of HST recoveries

The total potential contract award including all optional periods is \$2,134,292 net of all applicable taxes and charges, \$2,411,749 including all applicable taxes and charges. **The total potential cost to the City including optional periods is \$2,171,854 net of HST recoveries.**

FINANCIAL IMPACT

The total potential contract award including all optional periods is \$2,134,292 net of all applicable taxes and charges, \$2,411,749 including all applicable taxes and charges. The total potential cost to the City including optional periods is \$2,171,854 net of HST recoveries. The anticipated cash flows from 2025 to 2029 are detailed in Table 1 below.

Funding in the amount of \$393,052 is available in the 2025 Operating Budget of the Office of the CISO. Should the City exercise the four (4) additional optional periods, additional funding will be included 2026-2029 Operating Budget Submissions for the Office of the CISO.

Table 1: Financial Impact Summary of Recommended Contract (net of Harmonized Sales Tax recoveries)

Year	Cost Element	Cost Centre	Subscription Rate
2025	4828	CY1001	\$393,052
2026	4828	CY1001	\$412,703
2027	4828	CY1001	\$433,338
2028	4828	CY1001	\$455,005
2029	4828	CY1001	\$477,756
Total:			\$2,171,854

The Chief Financial Officer and Treasurer has reviewed this report and agrees with the information as presented in the Financial Impact Section.

SOLICITATION SUMMARY

Solicitation Issued: May 20, 2025
Number of Addenda Issued: Two (2)
Number of Bids: Three (3)

Solicitation Closed: June 24, 2025

Table 2: Summary of Bids Received including bid price

Supplier Name	Bid Price (excluding H.S.T)
Empirical Security	\$120,000.00*
Optiv Canada Inc.	\$2,134,291.39
Certkor Ai Inc.	\$300,000.00*

*Supplier was found non-compliant with mandatory requirements.

DIVISION CONTACTS

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COMMENTS

For the recommended contract award, the following requirements have been met:

- a. the firm recommended for award is the Supplier with the lowest bid meeting specifications or the highest scoring Supplier based on the evaluation criteria included in the Solicitation and meeting the requirements of the Solicitation;
- b. the appropriate Division has reviewed submissions and found the price to be reasonable, within available budget and concurs with the recommendation;
- c. the total contract value is less than \$20 million dollars (excluding applicable taxes) and the contract term is:
 1. for a contract funded by the operating budget, 5 years or less including any option years; or
 2. for a contract funded by the capital budget, within the projected term of the capital funding for the project as set out in the capital budget,

being within the authority of the Bid Award Panel;

d. the Solicitation document was advertised on the City's internet website and bids or proposals were submitted electronically in Ariba; and

e. the Fair Wage Office confirms the recommended firm understands the Fair Wage Policy and Labour Trades requirements and has agreed to comply fully.

Additional details and information for the above Solicitations are on the file in the Purchasing and Materials Management Division.

SIGNATURE

Geneviève Sharkey
Chief Procurement Officer